POINT (NON-WER) Revised 10/31/94

INCOME

MWEC Sales (est.)	4,000[1]	5,000	2,000
COBRA Collections	TBD	TBD	TBD
Board and Staff Fundraising	???	???	???
	4,000	5,000	2,000

EXPENSES

Overhead	Per Month	Nov.	Dec.	Jan.
Rent beyond WER budget	2,900	2,900	2,900	----
Janitorial	250	250	250	250
Security	55	55	55	55
Bookkeeper beyond WER	1,100	1,100	1,100	1,100
Equipt. leases (if any)		???	???	???
Accounting (taxes)			750	
Taxes		???	???	???
	4,305	4,305	5,055	1,405

MWEC Expenses	Per Month	Nov.	Dec.	Jan.
Purchase by Point		----	----	9,000[2]
Shipping		3,000[3]	1,500	1,500
		3,000	1,500	10,500

Personnel	Per Month	Nov.	Dec.	Jan.
Manager	2,500	2,500	2,500	2,500
Severance/JRS		3,055	1,528	----
COBRA		TBD	TBD	TBD
Taxes, Benefits	600	600	600	600
	3,100	6,155	4,628	3,100
Subtotal Expenses		13,460	11,183	15,533
Surplus (Deficit) not including fund-raising		(9,460)	(6,183)	(13,533)

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1 These figures may be duplicated in "Other Receipts" in WER budget.

2 This was accrued in October, but was not included in WER budget, so I put it here, when it is due. We may be able to get Harper to take it out of royalites.

3 Includes shipping for books sold (money collected) in October and shipping of comp books to Catalysts and contributors.